



THE PURCHASER

Publication of NAPM-Eastern NY, Inc.



Our 90th Year

April 2010

April Meeting Notice:

This month will be a joint meeting with APICS The Association for Operations Management (Advancing Productivity, Innovation and Competitive Success). Program this month is **Supply Chain Metrics and Value Chain Performance, presented by** Dr. Mark Chockalingam, President - Demand Planning.Net, Boston, MA.

This presentation will discuss the impact of a balanced set of metrics for the vitality of a manufacturing supply chain. The element of human bias is inevitable in any organizational activity.

In some cases, the bias could be caused actually by sub-optimally aligned organizational structure and reporting relationships. Appropriate design of metrics become more important in such cases. What keeps such biases in check are proper measurement techniques combined with appropriate incentive mechanisms. It is not only important to measure the right areas, but also to define the measures correctly.

During this discussion Dr. Chockalingam will review a set of holistic performance metrics for a manufacturing supply chain, interdependence of the measurements, and biases addressed by the incentive process. This presentation will also look at the mechanics behind the various supply chain metrics and provide a methodology to perform root cause analysis of supply chain performance challenges.

MEETING DATE: WEDNESDAY, APRIL 14, 2010

LOCATION: The Desmond, Albany, NY

MENU SELECTIONS:

Prime Rib of Beef - The finest aged rib of beef, slowly roasted with crushed herbs, served with a creamy horseradish sauce and our Scrimshaw potato

Roasted Vegetable Penne - Imported Penne pasta tossed with a pomodoro marinara sauce, topped with oven roasted vegetables and a hint of romano cheese.

Sole Bonne Femme - Fresh Atlantic fillet of sole oven baked and finished with a mushroom duxelles veloute sauce. Served with rice pilaf

All dinners include:

Desmond Salad - Chilled exotic greens topped with sliced mushrooms, mandarin oranges, sliced almonds, dried cranberries, cheddar cheese and our own creamy garlic dressing

Peanut Butter Blast - Chocolate cake topped with peanut butter mousse and chopped Reese's peanut butter cups.

Cost of the meeting is \$20 for non-members. Meeting is included in dues for affiliate members in good standing. Reservations need to be made by the end of the business day on **April 12th, 2010 (Monday)**. All reservations should be made via e-mail to reservations@apicsalbany.org with a copy to melkeith@nycap.rr.com – don't forget to include your menu selection in your e-mail.. Payment will be made by the treasurer at the door.

By attending, you will learn:

- ✓ The importance of a balanced Value Chain
- ✓ Key components of a Performance Measurement process
- ✓ Understand the mechanics and calculation of Customer Service and Inventory Metrics including First Time Fill Rates, Order complete, Inventory Turns and Obsolete Inventory and manufacturing metrics
- ✓ How to Measure and use forecast Metrics to improve Value Chain Performance
- ✓ How to understand and address organizational bias that affects your supply plans
- ✓ How Demand Volatility affects behavior of Demand and Supply functions
- ✓ How to set up a balanced Metrics system and align Incentives

Speaker's biography: Dr. Mark Chockalingam is President, Demand Planning LLC, a Business Process and Strategy Consultancy helping clients across industries: Pharmaceuticals, Consumer Products, Chemicals and Fashion Apparel. His specialty consulting areas include Sales forecasting, Supply Chain Analytics, and Sales and Operations Planning.

He has conducted numerous training and strategy facilitation workshops for a variety of clients in the US and abroad. Mark has worked with a variety of companies from the Fortune 500 such as Wyeth, Miller SAB, FMC, Colgate-Palmolive, Teva to the small and medium size companies such as Au Bon pain, Multy Industries, Ticona, a division of Celanese AG. With significant expertise in business forecasting and modeling, he is a frequent speaker at major supply chain events on topics ranging from demand management to sales and operations planning.

Prior to establishing his consulting practice, Mark has worked with manufacturing companies in important supply chain positions. Mark was Director of Market Analysis and Demand Planning for the Gillette Company, now part of Proctor and Gamble. Before Gillette, Mark led the Suncare, Footcare and OTC forecasting processes for Schering-Plough Consumer HealthCare in Memphis.

Mark has a Ph. D. in Finance from Arizona State University, an MBA from the University of Toledo and is a member of the Institute of Chartered Accountants of India.

BOARD MEETING: Mocha Lisa Café, Clifton Park, NY

DATE: April 13, 2010, 6:30 PM – come at 6 for social time

RSVP: Melanie Keith, 518-258-7365 or melkeith@nycap.rr.com NLT 4/12/2010 close of business

Letter from the President :

Hello again NAPM/ISM friends, members & sourcing professionals !! Last month's presentation by David MacDonald from The Business Review was very informative and the attendees appreciated his patience with our business meeting. The magazine is a treasure trove of useful information and business contacts. There is a weekly calendar and letters to the editor and even a cutting edge toon from David. If you haven't seen one, visit them on the web at <http://albany.bizjournals.com/albany/> and check out the features. You can even check out where the federal stimulus money is being spent in the capital district. Definitely a worthwhile investment for any business individual.

Another part of our meeting was a round table discussion of the chapter and what we can do to re-energize NAPM in the capital district. Many employers no longer sponsor employee memberships and the CPM designation is not as well recognized on resumes. Former members and life members may have some insight into this trend and your input is requested (see the survey at the end of the newsletter). There was a lot of discussion and many good ideas exchanged. Contacts are needed for purchasing managers at the various businesses in the area. If you are one or know one, please share that information with me

Let's make this a successful program year at NAPM-ENY!

Doug Axelson C.P.M.
AxelsonD@aol.com



This month's issue of *Inside Supply Management*[®] is now available online in a digital (interactive) format. Visit this [link](#) to gain immediate access to the April issue. Locate the cover of the April issue and either choose **HTML** (to read and print out the articles in web format), or **Interactive** (to view the digital version); you can also simply select the first bullet underneath the magazine covers (**Digital/interactive edition of this month's *Inside Supply Management*[®]**) to go directly to the interactive content.

You will receive your printed copy of the April 2010 issue of *Inside Supply Management*[®] in the mail soon. In the mean time, you can easily print out the entire issue, or individual articles, using the following options:

- If you're viewing the HTML version, print out the article text, without graphics, using your browser's regular PRINT function
- If you're viewing the interactive/digital version, you can either download and print out the full issue in pdf format (select TOOLS, then DOWNLOAD at the bottom), or print out individual pages by selecting PRINT at the top.

Note: Please be sure you are logged into the ISM web site as a member of ISM to see the link to the HTML and interactive/print issues. As a reminder, you will receive an email announcing the *Report On Business*[®] availability as well as the digital edition of the magazine each month.

Based upon the low registration and turnout for satellite seminars over the past year (about 3-4 per seminar), there will be no April satellite seminar, and the Board has decided to take a hiatus from seminars until the fall.

New — CPSM® Exam Review Self-Study Workbook Courses

The final exam review self-study workbook, [CPSM® Exam 3](#), just became available for sale. Now you can get any of the four CPSM® Exam Review self-study workbook courses.

Using the CPSM® Study Guide and CPSM® Exam Specification, these self-study workbooks provide an introduction to the major topics covered in CPSM® Exam and CPSM® Bridge Exam. They include resource articles, review questions, case studies and supplemental content developed by subject-matter experts for selected tasks. There is a post-test to evaluate your increased knowledge.

Note: The CPSM® Study Guide is necessary to use these workbooks. These self-study courses are equivalent to the CPSM® Exam Online Review courses in the ISM Knowledge Center.

Do you know how many ISM members there were as of March 1, 2010? 32,704
Do you know how many CPSMs there were as of February 28, 2010? 1,550! That means that less than five percent (5%) of the membership has taken either the CPSM exam or the CPSM Bridge Exam. Are you one of the elite few? Inquiring minds want to know.....send an E-mail to the editor (melkeith@nycap.rr.com).

The Past President’s Meeting will be postponed indefinitely. This was discussed at the Board meeting in March and will be re-examined in the fall. May’s meeting will be a regular program/educational meeting. Tentative topic will be B2B – is your company ready for the electronic age, EDI and EDA? Electronic data interchange and electronic document access are requirements for contracting with government and big business, but many small firms may need to check out capabilities.

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ISM March 2010 Report On Business®

ISM's March 2010 Report On Business® has just been released. You can access the detail of both the Manufacturing and Non-Manufacturing reports at this [link](#).

What can you share with NAPM-ENY? Many of our past-presidents and life members have years of experience in Supply Chain Management. Here’s your chance to share your expertise AND get a small perk! Write an article for NAPM-ENY (not a letter to the editor – this has to be an educational article) sharing your experience and insight on any one topic, giving examples from your career. Submit your article to the editor (melkeith@nycap.rr.com) – the first five will receive a special ISM logo product – the first response wins an ISM pad folio and the next four receive an ISM 15 oz. coffee mug (for those LONG meetings). Sharpen your pencils or stretch those fingers and get to work!

Some topics to consider:

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|-----------------------|----------------------------------------------------|--------------------|
| Energy Management | Global Sourcing | Supplier Diversity |
| Managing Human Rights | Ethical Challenges for Today's Supply Professional | |
| Logistics Management | Going Green | |

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**Mission statement:** The mission of NAPM-Eastern New York, founded in 1920, is to enhance the Purchasing Profession and educate its members.

**Vision statement:** Members of ISM are recognized as World Class Professionals. ISM and its ISM and NAPM affiliates serve as centers of excellence in establishing and maintaining best-in-class professional standards of competency and conduct for its members, and matters pertaining to research, education and certification.

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**NAPM ENY 2010 Officers, Directors and Chairs:**

President: Doug Axelson, C.P.M., 518-280-9223. [AxelsonD@aol.com](mailto:AxelsonD@aol.com)

Vice President: vacant

Secretary/Treasurer: Melanie Keith, 518-326-3478, [melkeith@nycap.rr.com](mailto:melkeith@nycap.rr.com)

Director: Christine Campbell 266.4634 [christine.i.campbell@us.army.mil](mailto:christine.i.campbell@us.army.mil)

Board Advisor: Kenneth DeWitt, Jr., C.P.M. 94304040 ext 140 [kdewitt@holcim.com](mailto:kdewitt@holcim.com)

DNA: vacant

Membership vacant

Newsletter Editor: Melanie Keith, 518-326-3478, [melkeith@nycap.rr.com](mailto:melkeith@nycap.rr.com)

Satellite Seminar: George Belev, C.P.M. 395-4000-x 4336 [gbelev@nycap.rr.com](mailto:gbelev@nycap.rr.com)

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## ***RECIPE OF THE MONTH***

### ***BLONDIES WITH NUTS AND CHIPS***

Preheat oven to 350 degrees. Line an 8 inch pan with parchment paper, leaving 2-3 inches on 2 sides so you can lift out the blondies. Butter the paper.

8 tablespoons unsalted butter (1 stick)

½ cup packed light brown sugar

1/3 cup white sugar

1 large egg

1 tsp vanilla

1 cup all purpose flour (leveled)

1 tsp salt

1 cup butterscotch chips

1 cup chopped nuts (pecans are great)

In a large bowl, beat the butter and sugars until smooth. Add egg and vanilla and beat until smooth. Combine flour and salt and mix until moistened (do not overbeat). Fold in ½ of nuts and chips. Spread into pan and smooth out the top. Sprinkle with remaining nuts and chips.

Bake 40-45 minutes until top is golden and toothpick comes out clean. Cool completely on wire rack. Lift out and transfer to cutting board. Cut into 16 squares. Store blondies in airtight container up to 2 days (they never last that long) at room temp. YUM!

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% Melanie Keith  
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